

# Transportation & Logistics Career Pathway

MISSOURI ECONOMIC RESEARCH & INFORMATION CENTER  
MISSOURI DEPARTMENT OF HIGHER EDUCATION  
& WORKFORCE DEVELOPMENT  
MARCH 2021

## What are Career Pathways?

Career Pathways are groups of occupations within a career field. Occupations within a pathway share common skills, knowledge, and interests. The pathways use industry-recognized credentials and are examples of how different levels of training or education can help provide opportunities for career advancement.

### Missouri Numbers:



**19,250 Employers**



**228,013 Workers**



**\$59,378 Average Wage**

### Why Have a Career in Transportation?

Transportation and Logistics are the core of strategic supply chain management. Every person and every industry in the world is influenced by, and depends upon, transport and logistics. Transportation and Logistics represents 9.5 percent of total private sector employment, employing over 228,000 workers across 19,250 businesses in 2019. The Transportation and Logistics industry is concentrated in Missouri at a higher than average rate, particularly in Support Activities for Wood Container & Pallet Manufacturing and Boiler, Tank, & Shipping Container Manufacturing. Employment in this industry has been steadily growing, increasing by 1.4 percent per year from 2014 to 2019. Transportation and Logistics wages averaged \$59,378 in 2018, higher than the state average of \$51,139 for all industries.

Transportation and Logistics has many career pathways with opportunity for a rewarding career with good pay and advancement in Procurement and Sales, Transportation, and Warehousing and Distribution.

## Know the Basics

Logistics careers often involve interactions with customers so being able to talk about benefits of a product or service, or accept criticism as a professional company representative is important. Soft skills, such as interpersonal skills, professionalism, and dependability, are important in all industries and occupations. These jobs can revolve around shifts and critical driving times so dependability, along with being flexible when the situation demands, is a valued characteristic.

## Skills needed for Success:

In addition, Transportation and Logistics has a set of industry-wide technical competencies that represent the knowledge and skills needed to be successful in this industry. Supply chain logistics, maintenance and repair, knowledge and compliance of government regulations, and the ability to adapt and consider new ways of doing things are some of the skills needed for success.

## Who's Hiring in Missouri?

**FedEx**

**United Parcel Service Inc.**

**United States Xpress Enterprises**

**Dart Transit Company**

**Roehl Transport**



## Procurement & Sales

## Transportation

## Warehousing & Distribution

### Now

#### Short-Term On-the-Job Training

**Parts Salespersons**  
Entry: \$23,000; Average: \$35,470

**Driver/Sales Workers**  
Entry: \$19,770; Average: \$28,360

**Customer Service Reps.**  
Entry: \$27,820; Average: \$35,910

**Certificates:** Commercial Driver's License (CDL), Business Administration Certificates

**Light Truck/Delivery Driver**  
Entry: \$24,580; Average: \$36,680

**Passenger Attendants**  
Entry: \$23,730; Average: \$30,160

**Certificates:** First Aid CPR AED

**Industrial Truck & Tractor Operators**  
Entry: \$29,660; Average: \$38,030

**Shipping & Receiving**  
Entry: \$25,590; Average: \$33,750

**Certificates:** Commercial Driver's License (CDL), Forklift Operator, Hazardous Materials

### Next

#### Certificate, Associate Degree, Apprenticeship, Moderate- to Long- Term On-the-Job Training

**Sales Reps, Wholesale & Manufacturing**  
Entry: \$41,960; Average: \$69,410

**Procurement Clerk**  
Entry: \$36,440; Average: \$43,360

**Degrees:** Business Administration and Management

**Transportation, Storage & Distribution Managers**  
Entry: \$71,380; Average: \$99,200

**Heavy Truck Drivers**  
Entry: \$36,240; Average: \$46,360

**Degrees:** Logistics, Materials, and Supply Chain Management  
**Certificates:** Commercial Driver's License (CDL), Forklift Operator

**Transportation, Storage & Distribution Managers**  
Entry: \$71,380; Average: \$99,200

**First Line Supervisor of Transp. & Material Moving Workers**  
Entry: \$42,080; Average: \$58,240

**Degrees:** Logistics, Materials, and Supply Chain Management  
**Certificates:** Forklift Operator, Accounting, QuickBooks

### Later

#### Bachelor's Degree or Advanced Degree

**Sales Managers**  
Entry: \$84,800; Average: \$135,360

**Purchasing Managers**  
Entry: \$88,220; Average: \$124,590

**Degrees:** Business Administration and Management  
**Certificates:** Logistics & Supply Chain Management

**Airline Pilots, Copilots, and Flight Engineers**  
Entry: \$90,020; Average: \$106,120

**Degrees:** Airline/Commercial/Professional Pilot and Flight Crew

**Logisticians**  
Entry: \$54,700; Average: \$75,460

**Degrees:** Business Administration and Management  
**Certificates:** Logistics & Supply Chain Management

#### Sources:

Burning Glass Technologies Labor/Insight™ tool  
Employment and Training Administration, Competency Model Clearinghouse  
2019 Occupational Employment Survey Wage data, U.S. Bureau of Labor Statistics  
Quarterly Census of Employment and Wages, U.S. Bureau of Labor Statistics  
Top employers data is based on 2020 online job ads



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